



NATIONAL CENTER FOR
THE MIDDLE MARKET

FLORIDA

MIDDLE MARKET INDICATOR

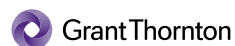
4Q | 2018



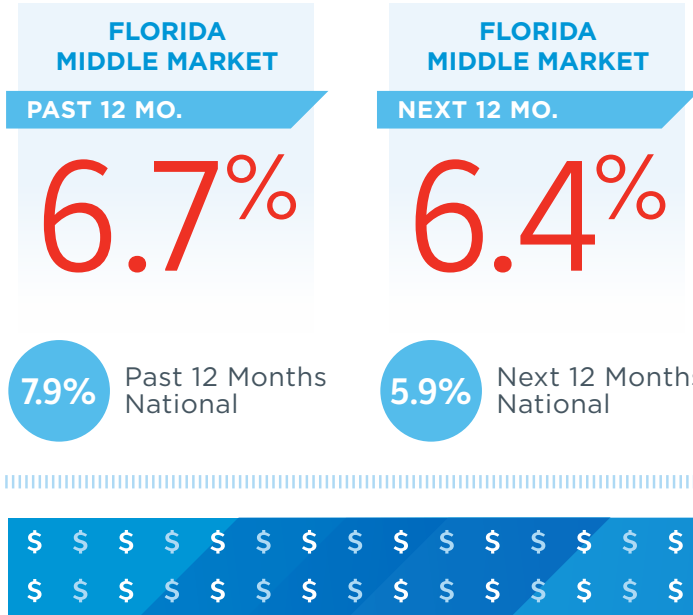
IN COLLABORATION WITH



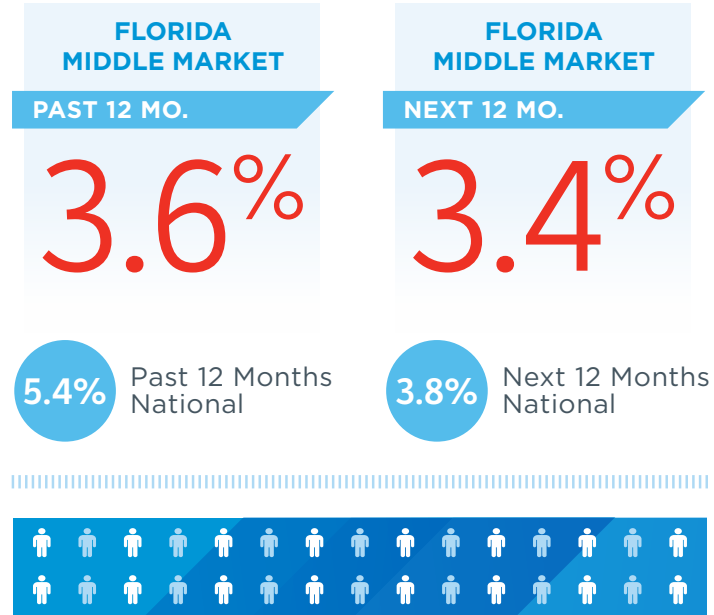
THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



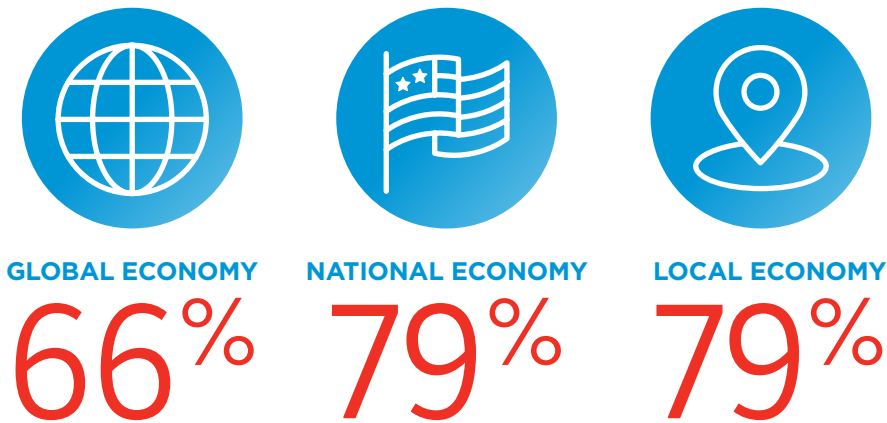
Florida Revenue Growth vs. National



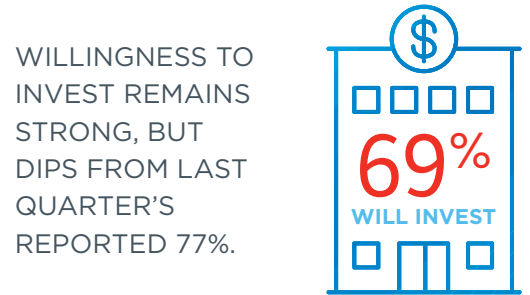
Florida Employment Growth vs. National



Florida Companies Less Confident in Global, National, & Local Economies than National Average



Preparing for Growth Through Capital Investment



VS. NATIONAL MIDDLE MARKET



Florida's Middle Market Defined

ANNUAL REVENUE
\$10 MM-\$1B



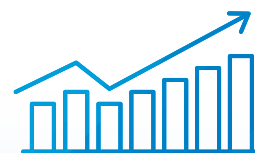
REPRESENTS
0.4%
OF ALL FLORIDA
COMPANIES

NEARLY
7,000
BUSINESSES



EMPLOYS
25%
OF THE FLORIDA
WORKFORCE

MORE THAN
\$277B
IN ANNUAL REVENUE



GENERATES
21%
OF ALL FLORIDA
BUSINESS REVENUE

Florida's Middle Market is Diverse



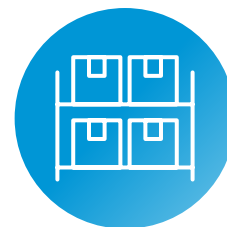
CONSTRUCTION
11.6%



HEALTHCARE
9.6%



RETAIL TRADE
12.4%



WHOLESALE TRADE
14.4%



FINANCE & INSURANCE
6.1%



PROFESSIONAL
SERVICES
7.8%

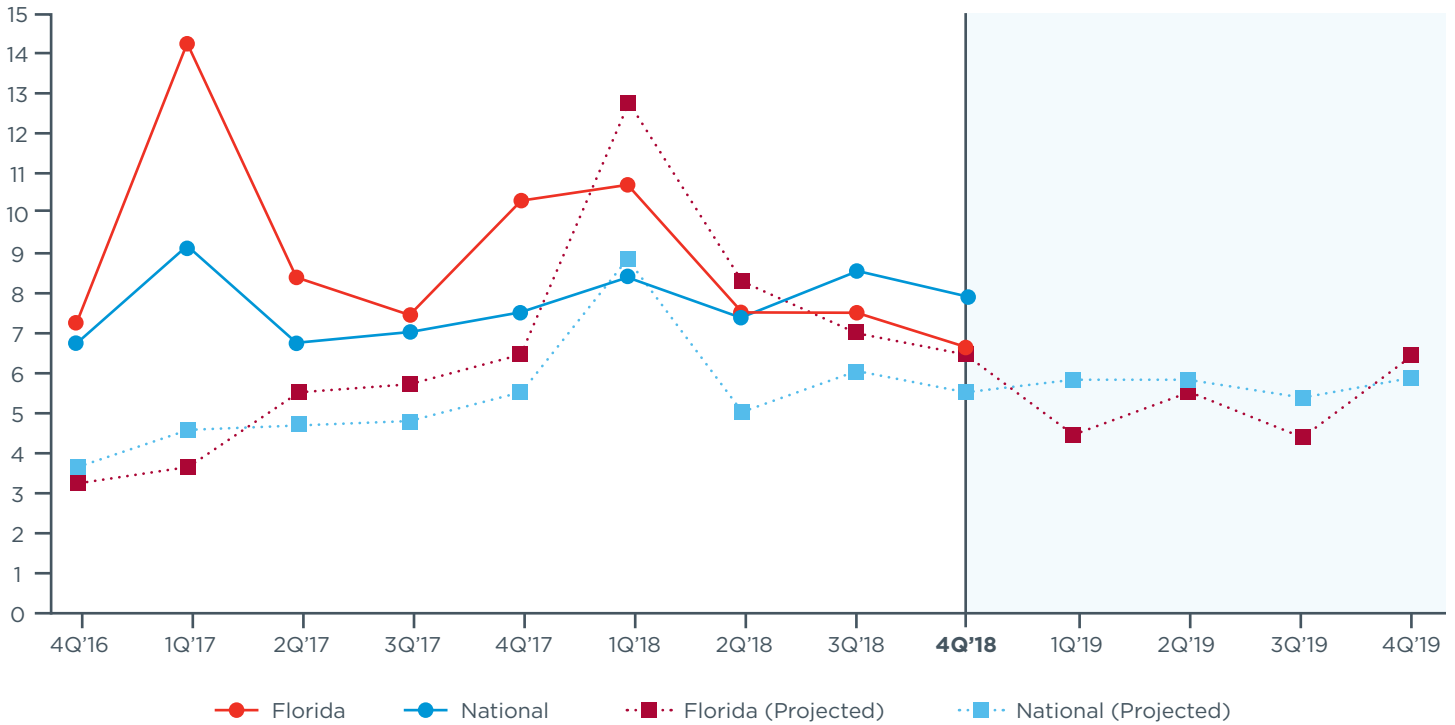


MANUFACTURING
11.3%



TRANSPORTATION
& WAREHOUSING
3.3%

Actual & Projected Revenue Growth



Actual & Projected Employee Growth

